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BS News

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BSNews

April 1997

IRISH BUILDING SERVICES NEWS

Daikin Goes for R.407C as Favoured Solution

Daikin, one of the world's leading air conditioning producers and the only manufacturer also to produce refrigerant, has chosen the R.407C route as its favoured long-term replacement for R.22.

However, it is keeping the option of at least some equipment operating on high pressure, dual component refrigerants, such as R.410A.

Following two years or more of intensive testing, the company has excluded 'natural' refrigerants, such as ammonia and propane. While their ODP and GWP characteristics were excellent, it said, "their safety is questionable".

The company says that use of hydrocarbon

refrigerants may, however, be acceptable in small domestic refrigerators and under closely-controlled applications, such as industrial chillers.

Brendan Kilgallon of Irish Distributors Coolair says: "Daikin has identified R.407C as the most appropriate replacement for R.22 in small to medium-sized air conditioning applications. But it warns: 'R.407C, however, should never be used on a 'drop-in' basis due to the high risk of compressor failure and system clogging".

Daikin will shortly introduce new split and small SkyAir conditioning systems, optimised for use with R.407C. This will be followed by the launch of a new HFC-based VRV system and large splits early in 1998.

Regarding R.410A, Daikin is concerned over the higher pressures involved, which require the complete redesign of many of the key components involved. Despite this, it

believes the efficiency advantages are attractive. The refrigerant is most likely to be used in smaller air conditioning systems in the future, Daikin says.

Notwithstanding the latest announcement on current thinking, the company has a caveat for the longer-term future of refrigerants.

"Daikin considers that the satisfactory replacement of HFCs may not be resolved for several more years, and even then the final choice may turn out to be none of those discussed," says Kilgallon.

Daikin believes that R.32 or R.32 blended with R.134a could prove to be an acceptable answer. Drastically-reduced GWP values, improved performance, a corresponding decrease in carbon dioxide generation at the power station and minimal flammability, represent compelling reasons for the careful investigation of these refrigerants, it claims.

It suggests that despite these positive characteristics, market acceptance may be held up for some years due to the need for thorough testing. However, it is known that ARTI has already begun tests to assess the risk of using these refrigerants with unitary equipment.

Bob Couchman Remembered

The untimely death of Bob Couchman earlier this month has left a void in the building services industry, and especially the domestic sector, which simply cannot be filled. On page 11 of this issue we remember — and bid a fond farewell to — Bob, the Devonshire gentleman, who made Ireland his home.



Thermo Systems Install McQuay at George's Dock

The innovative McQuay International ALS oil-free, single-screw, chiller as supplied by Thermo Systems Ltd being lifted into position at George's Dock. The maintenance-free chiller compressors on this 1600 kW cooling project have part load C.O.P.s of 8.9.



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Pumping perfection in a series of In-line single and twin head and end suction close coupled pumps. These have been specially designed for building services applications with a monobloc arrangement which ensures short compact dimensions.

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The Institute of Domestic Heating Engineers
(IDHE);
The Registered Heating Contractors
Association; The Maintenance, Energy &
Environmental Technology Association
(MEETA) which incorporates energy
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The Energy Conservation & District Heating
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contractors and key executives in industry.
Government, Semi-State and local authority
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saturation coverage of all those with an
interest and/or involvement in the industry.

Contents

PAGE 2

SERVICE ORIENTED TO THE CORE

While still a relatively new company, Core Air Conditioning Ltd has already established a reputation for itself as an innovative industry leader, not just in the provision of air conditioning products and system solutions, but also in the ever-demanding area of after-sales service

PAGE 4

TRADE NEWS

AquaChem for Hydrotherm; Mitsubishi Electric AC "Dealer of the Year"; Heatmerchants Open Navan Branch; ISO 14001 Approval for ABB; National Apprentice Plumber of the Year; Building Maintenance Management; IPFMA Appoints Larry Kane; Walkair Adds to Panasonic Range; C&F Quadrant Spur United On; Standard Control Systems Award; 'Carrier's Evergreen Chillers an Industry First'; '9 Out of 10 Prefer Copper'; Victualic Gets New Impetus from Ashworth Frazer; Worcester Bosch 24CDi — the Complete Design

PAGE 11

ISH '97 — BSNEWS REPORTS FROM FRANKFURT

Building services innovations from Frankfurt

PAGE 14

OBF & HEATRAE SADIA

Wake up to the Heatrae Sadia profit potential offered by OBF Distributors

PAGE 16

ABB & HALTON STRATEGIC ALLIANCE

Industry giants form a strategic alliance covering all of Europe, and their combined strengths represent a somewhat awesome force in the industry at large.

PAGE 18

WILO — READY FOR THE FUTURE

BSNews reports from a fact-finding visit to Wilo in Limerick

PAGE 21

FAREWELL TO BOB COUCHMAN

A fond farewell to the Devonshire gentleman who made Ireland his home.

PAGE 22

GETTING 'IT' RIGHT

David Bell, Managing Director of Estimation, argues that there's little point in investing in Information Technology unless it's going to make your business more profitable.

PAGE 24

BUYING A VAN?

This month's *BSNews Better Business* focusses on a trio of vans which are ideally suited to the needs of contractors and for medium-range merchant deliveries

PAGE 25

NEW PRODUCTS AND LITERATURE

PAGE 28

BTU GOLF NEWS



ADVERTISEMENT FEATURE

Service Oriented to the Core

While still a relatively new company, Core Air Conditioning Ltd has already established a reputation for itself as an innovative industry leader, not just in the provision of air conditioning products and system solutions, but also in the ever-demanding area of after-sales service

company and appointing Greg Devitt Service & Parts Manager. Greg originally served his time in Ireland as an air conditioning and refrigeration engineer before moving to Carrier in London. There he quickly rose through the ranks, consecutively acting as Field Supervisor,

experience with Carrier is invaluable, especially given that Core is Carrier's Irish distributor. However, Greg's knowledge and expertise in after-sales service and maintenance is far-reaching and extensive, and not solely limited to Carrier products. Moreover, what is even more critical still is the ethos and philosophy of after-sales care which he has brought to Core.

"Far too many companies treat after-sales service and maintenance as an inconvenience, as a duty which must be discharged", says Greg. "Here at Core Air Conditioning we're excited about it ... we're enthusiastic and pro-active. Apart from anything else it makes excellent business sense ... in addition to keeping the customer happy we are also safeguarding and developing future business.

Customer Peace of Mind

"Our aim is to provide cost-effective, technical support and maintenance solutions for HVAC products and systems, in order to ensure long-term peace of mind and full satisfaction for all our customers.



Greg Devitt, Service & Parts Manager, Core Air Conditioning

and maintenance. Right from the outset Managing Director Austin McDermott made the latter a priority, creating a separate stand-alone Service Division within the

Operations Supervisor, Service Manager and Branch Manager, the position he held before returning to Ireland to join Core. Obviously, Greg's

"In pursuit of this objective we have appointed a nationwide network of highly-qualified and experienced service engineers. They are strategically located throughout the country to ensure speedy response to, and resolution of, customers' problems.

"In addition to being highly technical, these engineers receive regular educationals in broader issues such as environmental matters, legislation and Regulations and general good practice. Above all else they are taught to be mindful of — and to exceed wherever possible — customer expectations.

"Dedication, teamwork and integrity are essential ingredients in the Core Air Conditioning after-sales service and maintenance package. Essentially, our objective is to provide the customer with peace of mind, 24 hours a day, 365 days a year. Emergency response times for Dublin are a maximum of two hours and between two and four hours outside of Dublin. To do this we have devised a

whole series of support packages and, where appropriate, will devise a tailor-made one to suit specific circumstances. At the core (no pun intended!) of everything we offer is flexibility ... nothing is set in stone and we have no difficulty in adapting to suit altered or emergency circumstances."

Planned Preventive Maintenance

The range of services provided by Core's Service Division covers all levels of



support, varying from simple repairs through to rebuilds and more complex refurbishments. Even more beneficial and cost-effective still are the Planned Preventive Maintenance packages. Individually devised to suit each



particular situation, these packages result in minimum downtime and disruption of plant performance, and also help reduce emergency call-outs.

The regular maintenance routines ensure that all plant receives regular attention and potential problems are identified before they become an issue.

Spares & Parts

Easy and immediate access to spares, parts and accessories is essential, especially for routine replacement items.

In addition to the quantities carried ex-stock in Sandford there is the added advantage of being able to draw down from suppliers in Ireland and the UK at very short notice.

Core Service Guarantee

"No building and certainly no building services system can function without maintenance. However, every building is different and the usage and thus demands on the services can vary enormously. Hence the need to provide customised, carefully-

planned after-sales service and maintenance packages. At Core Air Conditioning we do precisely that in a cost-effective, technically-efficient and thoroughly professional manner.

Core Commitment

"Whether its a commercial, industrial or retail premises — or a specialist building such as a hospital or hi-tech environment — we have the skills and experience to devise and implement a



flexible, yet tailor-made, after-sales service and planned maintenance package to cater for all applications. You can trust in Core Air Conditioning."

Contact: Greg Devitt,
Core Air Conditioning.
Tel: 01 - 294 3110;
Fax: 01 - 294 3115.



TRADE NEWS

AquaChem for Hydrotherm

AquaChem Ltd has been appointed distributor for Ireland for the Hydrotherm range of cooling towers manufactured by Water Technology Ltd of Birmingham.

According to Kieran Coleman, many companies go to one supplier for their towers, another for their pre-treatment equipment, and another for their water treatment chemicals.

"AquaChem can now offer all of this", he says, "from design, supply, installation and commissioning, through to follow up service from himself or AquaChem's recently-appointed Customer Service Advisor Eileen Clancy.

Contact: Kieran Coleman, AquaChem. Tel: 01 - 825 2775.

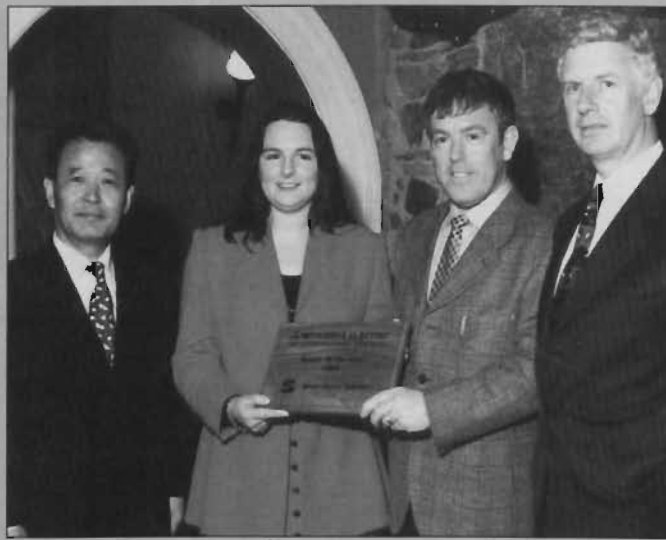
ISO 14001 Approval For ABB

ABB Ventilation Products AB, Division Flakt, Sweden, has been awarded accreditation to SS-EN ISO 14001:1996.

It is the first air conditioning and ventilation company to get this much-coveted approval mark which specifically deals with environmental standards and operational scope.

The entire process is covered taking in the development, design, manufacture and marketing of the air handling units, along with the energy-saving components.

Contact: Mark Grimes, ABB. Tel: 01 - 405 7300.



Mitsubishi Electric AC "Dealer of the Year"

Pictured at the Mitsubishi Electric air conditioning dealers annual conference in Kilkea Castle, were from left: Takeo Uekoa, Mitsubishi Electric Europe; Annette and Brian Scully, the 1996 "Dealer of the Year", Brian Scully Services of Limerick; and Fergus Madigan, President, Mitsubishi Electric Ireland.

Heatmerchants Open Navan Branch

Heatmerchants recently opened a new outlet on the Old Dublin Road, Navan. The new premises has everything for the heating and plumbing trade, as well as the DIY enthusiast.

Now with nine branches and approximately 200 employees nationwide, Heatmerchants has firmly established its position as Ireland's leading supplier of heating and plumbing materials. Its strength and buying power are such that it sources products from a vast network of national and international suppliers, all of whom are acknowledged industry leaders, renowned for quality products and quality service.

Several Heatmerchants' product lines are instantly-recognisable in this respect. Typical examples include the following:—

- ☐ Concept 2000 Radiators (with a unique 7-year guarantee);
- ☐ Baxi Boilers, including the new Baxi Genesis combination boiler;
- ☐ SIRRUS shower valves and pumps, including the SIRRUS Storm pump;

- ☐ Qualplast plastic piping and fittings;
- ☐ Bathroom suites by Leico, Spring and Imperial;
- ☐ Shower doors and enclosures by Coram.

The new Heatmerchants' Branch in Navan is managed by Austin Nevin who is well known and respected within the local business community. He and his team aim to provide a comprehensive and professional package incorporating an extensive choice of quality products, ex-stock availability and extended opening times.

In this regard the outlet will open at 7.30am every morning,

Monday to Friday, and 10am to 1pm on Saturdays.

Says Austin: "Heatmerchants work closely with the construction and building services industry in every way possible. The close relationships we build with our customers are mutually-beneficial — contractors use the products of our suppliers because they know they can rely on them. Meanwhile, we at Heatmerchants remain safe in the knowledge that we offer the best quality products at the lowest prices, and that our customers are happy. That's what really counts."



Pictured with Paul McGrath at the opening of Heatmerchants' Tubs & Tiles new Navan branch are Ruairi Twomey, Marketing Manager; Brian McTernan, Regional Director; Austin Nevin, Branch Manager; and Suzan McDonagh, Showroom Manager.



et al.: BS News

Fridgemotors LTD

The Quality Assured Compressor Remanufacturing Service

Fridgemotors is re-manufactured compressors!

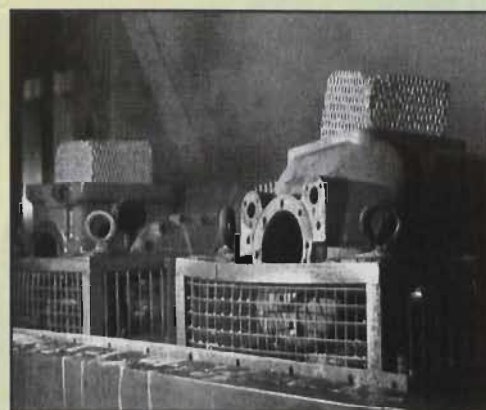
Fridgemotors started re-manufacturing compressors in 1974, and 21 years later the company is still the market leader. It has worked on machines from over 40 manufacturers covering 2,000 models and has re-manufactured in excess of 80,000 units.

Only Fridgemotors has this experience, knowledge and expertise in re-manufacturing such a wide range of compressors.

The Re-manufacturing Process

- ◆ compressors are fully dismantled
- ◆ all parts cleaned using a three stage process to remove every particle of dirt
- ◆ all parts assessed against specification
- ◆ all stators stripped, cleaned and copy rewound
- ◆ all components pass quality control inspection
- ◆ assembled to strict procedure
- ◆ dynamically tested
- ◆ dried and filled with nitrogen
- ◆ resprayed to original colour

To all intents and purposes a remanufactured compressor from Fridgemotors is as good as new – or even better when you consider the price!



Exchange Bodies

All prices quoted are for service exchange units

Spare Parts

Fridgemotors carries over 7,500 stock lines of compressor components, which are available to the R&AC Maintenance Industry – just phone for a price on the part you need.

Maintenance Kits

Available for most popular models e.g. Copeland and Prestcold

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Tel: 01 - 830 6565; Fax: 01 - 830 6153

BELFAST:

Unit 8, Alanbrooke Park, Castlereagh, Belfast BT6 9EG.

Tel: 08 01232 703077; Fax: 08 01232 798155

HRP Wholesale

TRADE NEWS

National Apprentice Plumber of the Year

Niall O'Dwyer from Clonsilla, Co Dublin is the National Apprentice Plumber of the Year for 1997.

Niall is a fourth-year apprentice with Michael Gibbons, Plumbing and Heating Ltd, Ballygannon, Kilcock, Co Kildare and studies at the Dublin Institute of Technology, Bolton Street.

His win at the recent Aer Rianta/Department of Education National Apprentice Competition provides Niall with an opportunity to represent Ireland in the International Youth Skills Competition which will be held in Switzerland in July.



Pictured at the awards ceremony for the National Apprentice Plumber of the Year are Seamus Murrin, Dublin Institute of Technology, Bolton Street (extreme right) with the five finalists (left to right): Michael Reilly, Naul, Co Dublin; Barry McGuire, Skerries, Co Dublin; Niall O'Dwyer, Clonsilla, Dublin 15 (overall winner); Eamonn Lafferty, Dunfanaghy, Co Donegal; and Oliver Crughwell, Ballinasloe, Co Galway.

New Director at J J Sampson & Son Ltd

David Killalea has been appointed to the Board of Directors of J J Sampson & Son Ltd.

David joined J J Sampson & Son Ltd in August 1988 as a refrigeration and air conditioning sales engineer. His previous experience included installation and support service for RAC companies in Ireland, followed by HND phase building studies, computer LAN design, and facilities management/computer network contracting in the UK.

David has been managing the refrigeration and air conditioning sales operations of J J Sampson & Son Ltd since May 1994 and has been



David Killalea who has been appointed to the Board of directors of J J Sampson & Son Ltd

particularly instrumental in the introduction of the Adap Kool® control and monitoring products range and associate electronic control.

His future responsibilities will be to maintain and expand the development of this product line and others within the business areas of the Refrigeration and Air Conditioning Sales Division of the company, and to ensure the continued quality and strength of the product package to customers.

Building Maintenance Management



At the presentation of certificates to successful students in the 1996 building maintenance part-time modular programme at DIT, Bolton Street were:-

Standing: Tim Dowling, John Keogh, Tony Morgan, William O'Shea, Martin Kenny, Bernard McGovern, Kevin P O'Halloran, Paul McDunphy and John Ratcliffe, Director, Faculty of the Built Environment; Seated: Fred Hosford, Programme Organiser, Lorraine Hickey, Martin Hamilton, lecturer, and Joe Bernie, Head of School.

IPFMA Appoints Larry Kane

Larry Kane has been elected Chairman of the Irish Property & Facilities Managers Association. Larry is Managing Director of Irish Estates, Ireland's largest property and facilities management company.

The IPFMA was formed in 1989 under the auspices of the Society of Chartered Surveyors and acts as a forum for property and facilities managers in Ireland. In accepting the position of Chairman, Larry undertook to promote and secure the advancement of the profession during his term of office. "The major issues", he said, "are to continue to improve the profile of the Association; to increase the membership by forming branches throughout the country; and to re-evaluate the current Diploma course with the possibility of bringing it to a degree status". The Association also acts as a lobby group for change, both procedural and legislative, and has its own Code of Ethics. It has also published a number of leading-edge papers on issues such as Health and Safety, Waste Management and Client Service Agreements.

Contact: Tony Smyth, Secretary, IPFMA. Tel: 01 - 676 5500.



TRADE NEWS

Walkair Adds to Panasonic Range

Walkair has expanded its range of Panasonic air conditioning equipment with the launch of the CSG 120 KE and CSG 90 KE inverter-driven, wall-mounted, split systems.

The new 9,000 and 12,000 Btu heat pump, multi-speed, units are suitable for commercial and industrial installations, while they can also be fitted to a domestic ring main without the need for special wiring.

The advanced inverter technology of the multi-speed compressors in these units means they offer significant savings in running costs. Capital costs will be repaid in energy savings in a matter of a couple of years", says Walkair's Vincent O'Mahony.

Also new in the Walkair line-up is a range of six Panasonic CW window units with capacities from 3.5kW to 6.5kW (cooling) and 3.5kW to 5kW (heat pump models).



The unique Power Monitor fitted to all Panasonic inverter units lights up to indicate how much power is being output at any given time.

Contact: Vincent O'Mahony, Walkair.
Tel: 01 - 456 8070; Fax: 01 - 456 8098.

C&F Quadrant Spur United On

Following the C&F Quadrant/Riello competition of

monthly winners over the period of three months for which the competition ran...and they were the secondary prizes!

The main prize in the promotion was a Rolex watch. Overall winner was Sean McCarthy of Shanbally Cross, Ringaskiddy, Co Cork.



C&F Quadrant/Riello Rolex Winner — John O'Shea of OB Heating in Cork is pictured with John Duignan of C&F Quadrant who is presenting the Rolex watch to Sean McCarthy. Also in the picture is Noel Weldon of C&F Quadrant.

recent months, the lucky winners attended the Manchester United v Newcastle game at the hallowed "Theatre of Dreams" (Old Trafford to you non-football fans) on 23rd April.

The party was made of up contractors and merchants, each of whom were picked as

Standard Control Systems Award

Standard Control Systems have recently received a sales achievement award from Driesteem Humidifiers of the USA. These fast-absorption, energy-efficient humidifiers have recently been installed in such prestigious sites as Grelan Humidifiers in Bray, Co Wicklow, SmithKline Beecham in Waterford, and Limerick Hospital.

Contact: Sean O'Toole/
John D'Arcy,
Standard Control Systems.
Tel: 01 - 624 6100.

Pictured prior to the recent IIEEx technical lecture entitled "Lightning Protection - Structures & Electronic Systems" which was presented by Jonathan Booter and Andy Banks of W J Furse Engineers (assisted by Eccles Court Company) were: Joseph Clancy, Technical Sales Director, Eccles Court Co; Jonathan Booter, W J Furse Engineers; Chris Lundy, Chairman, IIEEx; Andy Banks, W J Furse Engineers; and Michael Ryan, Managing Director, Eccles Court Co.



powrmatic range



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Oil & Gas – 29kW to 596kW



NCA
Oil & Gas – 29kW to 88kW



CP
Oil & Gas – 29kW to 366kW



EA
Oil & Gas – 29kW to 596kW



PAG
Gas – 17kW to 29kW



DFU
29kW to 440kW



OUH
Oil – 20kW to 60kW



PGUH DCA
12kW to 140kW



Single Wall S/S Gas Vent
Class 1 System 500



EUROMATIC
G.U.H. – 15kW to 70kW



PGUH 480
140kW



CALECON

Powrmatic products are colour coded to the following BS Standards:
DARK GREEN BS - 12B25, LIGHT GREEN BS - 12B21



POWRTROL



ROTROL



THERMOTROL



22kW to 33kW
PRT

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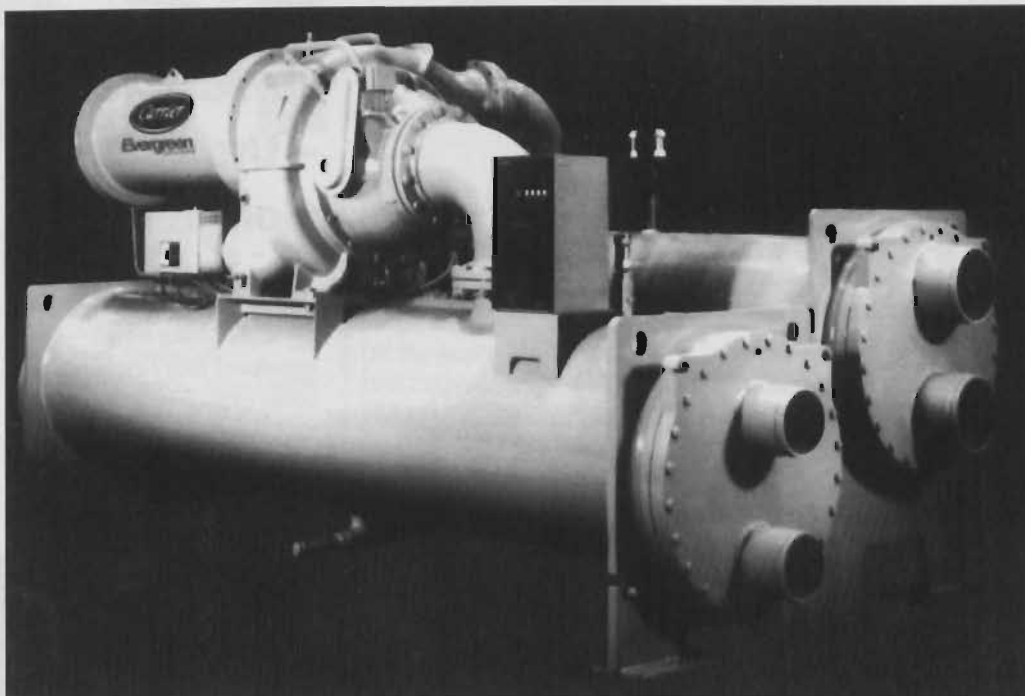
'Carrier's Evergreen Chillers an Industry First'

Carrier Air Conditioning's new 19XR and 19XRT Evergreen centrifugal chillers provide the highest operating efficiencies of any chlorine-free chiller to date through the use of patented innovations in turbine, impeller and diffuser technologies. The result is an environmentally-responsible chiller with increased energy-efficiency and lower operating costs, says Austin McDermott, Managing Director of Irish distributors Core Air Conditioning.

Newly-designed impellers, optimised compressor speeds and a new bearing system to reduce energy losses contribute to the chiller's advanced levels of operating efficiency.

The Evergreen 19XRT's heat exchangers and interconnecting piping have been designed for low pressure losses, to improve the energy recovery process. The heat exchangers have also been designed for very close approach temperatures to improve system efficiency. The result is an overall reduction in energy consumption by up to 30%, in comparison to older installed CFC chillers.

The 19XRT model Evergreen chiller uses Carrier's newly-patented turbine technology to recover energy and further improve system efficiency. The turbine recovers energy otherwise lost in the expansion portion of the vapour compression cycle. The turbine receives positive pressure



Carrier's new 19XR Evergreen centrifugal chiller which incorporates patented innovations in turbine, impeller and diffuser technologies.

R134a refrigerant from the condenser and uses efficiency from the refrigerant to supplement that furnished by the chiller's motor.

Designed as an ideal retrofit unit, the Evergreen chiller is available in capacities ranging from 1230kW to 2813kW. Buildings that have intensive and constant energy needs, such as manufacturing plants, shopping centres, computer centres and hospitals, will benefit substantially from the energy efficiency payback.

Contact: Austin McDermott, Core Air Conditioning.
Tel: 01 - 294 3110.



Pictured enjoying the Mitsubishi Electric casino night at Fitzpatrick's Hotel, Cork were (l-r): Laurence Thompson, Thompson Air Conditioning, Mallow; Denis O'Brien (OBEL); and Michael Sheehan, Sales Manager, Mitsubishi Electric Air Conditioning.

'9 Out of 10 Prefer Copper'

According to independent research carried out in the UK, 9 out of 10 installers chose copper for the hot and cold water and wet central heating systems in their own homes.

The research involved 300 installers and, of the 202 who had put the systems in themselves, 98% had used copper for the wet central heating system and 95% copper for their plumbing system.

The UK Copper Board has embarked on a major promotional and advertising drive based on the data.

The campaign comes hot on the heels of a decision by the Advertising Standards Authority (ASA) in the UK which upheld a complaint by the UK Copper Board about the content of a misleading advertisement.

Contrary to the impression given in the advertisement in question, the ASA took independent expert advice and concluded that copper pipes could be bent without a blow-torch by several methods, none of which kinked or reduced the bore of the pipes.

TRADE NEWS

Victualic Gets New Impetus from Ashworth Frazer

While Victualic mechanical jointing has been around for over 75 years, here in Ireland it was a late starter. Now, however, Irish distributors Ashworth Frazer have embarked on an initiative designed to redress this imbalance and to exploit its potential to the full.

The industry is quite familiar with Victualic fire protection products but, by and large, the building services sector in particular has not been made aware of the extensive range of products it manufactures for the mechanical and industrial sectors.

A range of grooved ended butterfly valves are now available with a variety of actuators and these, along with grooved ended check valves, are suitable for a wide number of pipe service applications, including chilled water, compressed air and LTHW. There is also Victualic's own grooved ended strainer range which incorporates units which are lighter and easier to install than contemporary types.

Peter Henerty, Victualic Regional Manager, Sales, says: "For some time we have viewed Ireland as an important part of our market. What we would like now is to expand that market by providing technical, marketing and sales support to Ashworth Frazer, in addition of course to the product line-up itself.

"We believe that the products will do well in Ireland and I am particularly pleased with the initial response we have had for our Copperite products. This product saves time and money and is revolutionising the jointing of copper pipe".

Full information on the entire range is available from Ashworth Frazer in Dublin.

Contact: James O'Reilly, Ashworth Frazer.
Tel: 01 - 452 7522; Fax: 01 - 451 4621.

Core Appointment

Latest member to join the fast-expanding team at Core Air Conditioning Ltd is Liam Farrelly.

Liam has extensive experience in after-sales service and maintenance, his career to date taking him to all corners of Ireland, in addition to overseas.

He will work very closely with Core Service & Parts Manager, Greg Devitt. See also pages 2 and 3 of this issue.



Worcester Bosch 24CDi - the Complete Design

Since Worcester Bosch introduced their first combi boiler over 25 years ago, they have continued to lead the way in the on-going development of the combi concept. Now they

Justin Sheehan of Heatovent, who distribute Worcester Bosch throughout Ireland says: when you replace one of the best-selling combis on the market it's got to be right. With 24CDi Worcester Bosch have thought of everything, from both the trade and consumer perspective. Specification of this new range can be carried out in total confidence, secure in the knowledge that it is supported by the quality and reliability of the Worcester Bosch name."



Worcester Bosch's new 24 CDi technologically-advanced, high-specification boiler from Heatovent.

have introduced the 24CDi, a technologically-advanced, high-specification boiler incorporating a number of innovations setting new standards for heating and hot water comfort.

CD stands for "complete design", the idea being that this new range took all conceivable considerations into account at the development stage. Matters dealt with included operational and energy efficiency, environmental considerations, ease of installation and use, economy in running and installation, siting flexibility and long-term safety and servicing requirements.

Contact: Justin Sheehan, Heatovent.
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SPECIAL REPORT

ISH '97

Innovations from Frankfurt

You have to admire how the Germans organise their exhibitions. Even though we hear of rising unemployment, strikes and a building industry losing impetus due to a slowdown in public spending as their government tries to make the figures right for monetary union, they have still managed to make the leading building services show in Europe even bigger and better.

Spread across a total of 24 halls, the show was packed from day one, with visitors from 130 different countries topping the 230,000 mark. Everyone we spoke to reported having a good response with over 2,000 exhibitors showing their goods to a worldwide audience.

In the bathroom halls, British

exhibitors Newteam launched a whole new range of shower centres at the show. These are wall-mounted complete shower systems with overhead, side and handset showers, all of which can be operated independently. Each model has four horizontal body jets of a totally new design which the company claims is the first to operate happily on as little as 1-bar head of pressure with a very wide 45° spray angle to give total body coverage. In terms of water economy, each jet only uses four litres of water per minute, at a pressure of 3-bar.

The collection offers four different options — the Diva, Havana, Retro and the Poppy — all available with a choice of manual or thermostatic temperature control.

At the super luxury end of the bathroom market, the Teuco hydrosonic whirlpool system is now in full

whole range of preformed ducting for hidden plumbing systems. These bolt together into a framework creating



Exterior view of the massive exhibition complex in Frankfurt which housed ISH '97 across a total of 24 halls.

production. Three baths are available — the Rondo 180cm x 110cm; the Diapason 170 x 70 or 85mm; and the Arpeggio, which is a 140 x 140cm corner bath. These are conventional whirlpools with the addition of hydrosonic sound waves which are claimed to give a deep massage action, helping to relieve stress.

The system operates at a fixed level of 3Mhz. This, says the company, is a totally safe level of ultrasound, however long the bather stays in the bath. The cherry on the cake is a built-in sound system playing soothing sound tracks aimed at relaxing the mind as well as the body!

Grohe, through its sister company DAL, introduced a

services duct with provision for fixing cisterns, pipework etc firmly into place. Location fixings for waste pipes, water services, toilets, bidets, basins etc are pre-fitted on the framework to project through the cladding so that second-fix items, such as wall-hung sanitaryware, simply bolt into place.

DAL also offers a fire-insulated cladding for this type of ducting which meets the latest German 90-minute fire resistance regulations, a good idea where different rooms or floors are served by a single duct.

As more and more countries adopt the principle of charging for water in and drainage out based on water metering, the issue of water saving has become an



Vortice Caldofa room heater

important aspect in the European plumbing market. Grohe offered the idea of a single-press flush which could be interrupted at any time by pressing the flushing button again, giving the user overall control of water used.

Smaller flushes and the trend towards showers raises the question on how to keep drainage systems flushed in the future. Sphinx Gustavsen – with a dual-flush toilet suite operation on 4-litres and 2.5 litres – think they have an answer to this problem. For large buildings, the company developed a drainage flow booster. This fits at the bottom of the vertical stack and saves up foul water in an 18-litre tank. When the tank is full, it overflows via a secondary trap with an air bypass to create a syphonic effect, draining out the whole 18 litres in a few seconds, flushing the horizontal pipework to the main sewer. This method has been tested at a number of installations and has proved an effective way of keeping drains clear.

A new version for private housing was launched at ISH. This is a low profile model for installation into a horizontal pipework run with a 14-litre capacity, designed to boost the drainage flow and keep pipework clear for one or two domestic dwellings.

Now part of the Nu-way group, German burner manufactures Giersch introduced the M3 oil and MG3 gas burners to meet the stringent Swiss low Nox standards. These compact-sized burners have outputs rated from 534kW up to 2000kW. There is also an extra-low Nox version which can run below 20mg Nox.

This company has moved into the domestic market, offering a combi boiler in either wall or floor-mounted versions with a conventional flue. Called the GiegeStar, it has a modulating forced draught gas burner operation from 30-100% and low temperature operation giving a very high efficiency at low Nox. Three



Imofa domestic ducted air heating/cooling system from the only Irish exhibitor at ISH '97

models cover outputs from 3.1kW – 28kW and there is a separate stainless steel calorifier available to store domestic hot water at mains pressure for unvented DHW applications.

An unusual new product on show from Vortice was Caldofa. This is a thermo-ventilator for an open fire. A set of tubular fire bars project into the rooms terminating in a fan blower. The unit is fitted into the fireplace and the fire is built on top of the tubes. The electric motor sucks in cold air from the room, passes it through the tubular fire bars and picks up heat and blows the warmed air back into the room. Using only 18 watts, the 2-speed fan is claimed to give 24 or 32 M3/hr air movement.

On a more conventional note, De Longhi showed a refined version of their Ultimate Type

11K radiators with side panels and top grilles. The side panels now extend round the back of the radiator and both the side panels and top grille are located with the same bolts, making the whole casing a more robust finished product. Metal edges have a small inward return to improve rigidity and remove sharp edges. Worthy of note is that De Longhi quote outputs with side panels and top grilles fitted where relevant, instead of the common practice of testing without them to maximise the results.

A major advance shown by Froling Boilers was the introduction of stainless steel combustion chambers and flueways for ultra-low temperature operation, guaranteeing that boilers will not be harmed, even if operating temperatures drop

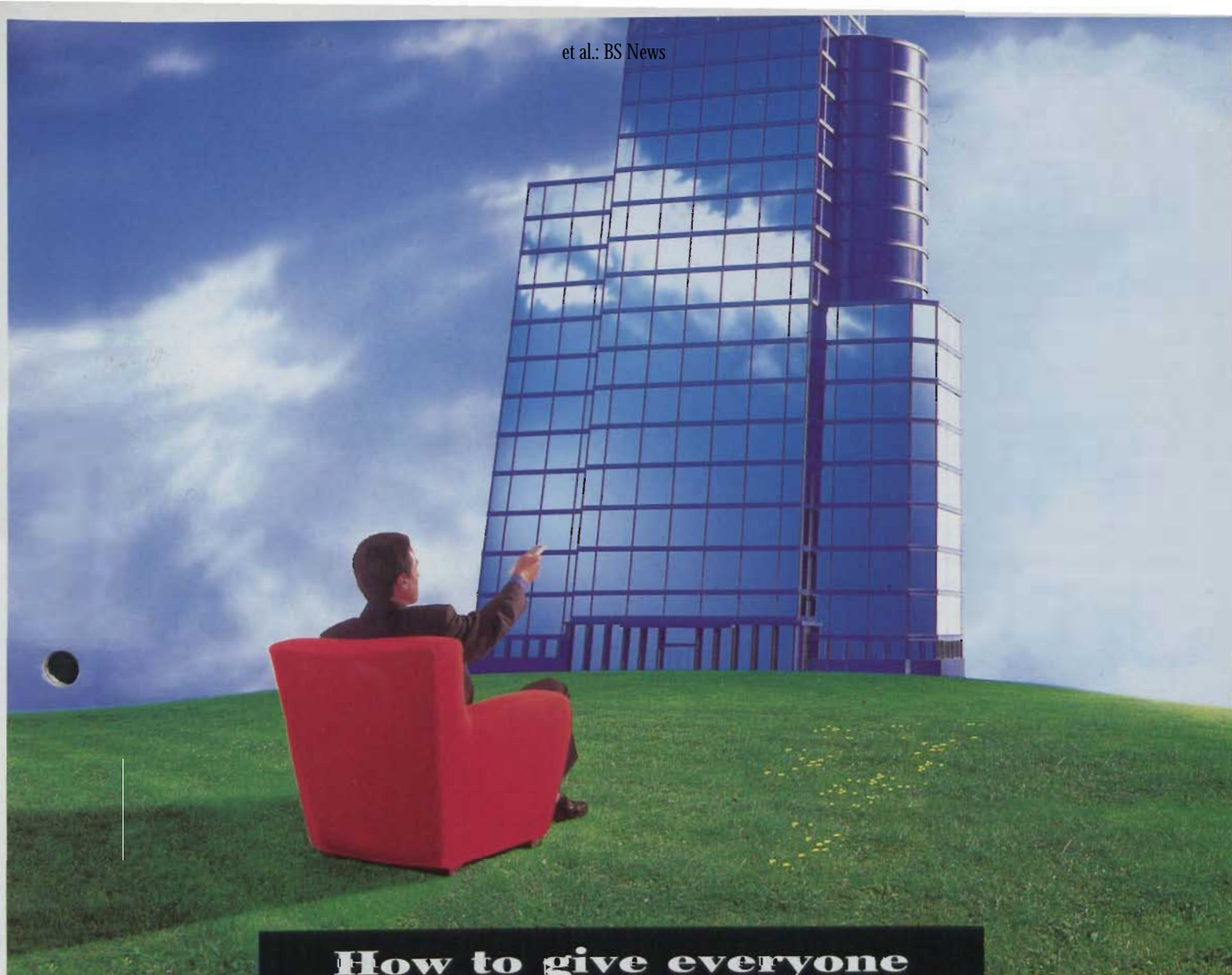
below the dew point. These models have a 30-year operating guarantee and could be useful for installations where underfloor heating or other low-temperature heating circuits are in operation.

Acome of France (52 Rue Du Montparnasse 75014 Paris) offer Pe-Xc cross-linked polyethylene pipes suitable for both underfloor heating, central heating and domestic H&C water. This piping also has industrial uses for aggressive liquids. The method used is high-energy bombardment that sets up interchain links. Available in coils of 80-240m and 75-100m for pipe in pipe systems, they can handle 19.5 bar at 20°C to 7.8 bar at 90°C.

It was good to see a friendly face in Imofa, the sole Irish exhibitor, showing their range of ventilation equipment. They reported a good response at the show with their products reaching new markets, due in part to offering a speedy turnaround made possible by using standardised components to meet most ventilation needs.

New at the show was the Smokespill fan range, fully certificated for smoke evacuation in the event of a fire within buildings. Designed to meet diverse fire resistance criteria throughout the world and produced in sizes from 45cm up to 100cm diameter, these operate as normal ventilation equipment until a fire is identified, when the fans step up their output to the demanded level for smoke evacuation.

Another interesting product on show was a domestic ducted fresh air central heating unit, using a water/air plate heat exchanger and a high-efficiency air-to-air heat recovery system between fresh air and exhaust. A 3-speed air circulation fan is used to provide service from basic background fresh air, up to an ability to provide a high-speed response to changes in demand.



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Wake Up to the Heatrae Sadia Profit Potential

Heatrae Sadia is the quality name in water heating and, the fact that it has teamed up with OBF Distributors in Ireland is no great surprise. OBF is also a recognised quality-oriented company. The relationship is not just about product distribution but rather brand management, focussed on a mutually-beneficial trading partnership designed to benefit all the parties in the supply chain, including the end-user.

Heatrae Sadia has always had an extensive product line-up but now, with the arrival of the recently-introduced pumped and electric shower range, it offers the most comprehensive choice in water heating solutions on the Irish marketplace.

OBF has commenced a major marketing drive which includes the appointment of Brendan Jones as its dedicated Heatrae Sadia sales engineer. Substantial sums have been allocated to promote the brand by way of advertising and PR campaigns, along with the establishment of an appointed national network of strategically-located distributor outlets. These in turn are supported by a network of highly-qualified, experienced and fully-trained service engineers, again strategically located throughout the entire country.

"At OBF we pride ourselves in the quality of the support package we offer with the Heatrae Sadia range", says Brendan.

"Included is a 2-year, no-quibble, guarantee on all products; a full complement of spares and accessories carried ex-stock; and after-sales service turnaround of a maximum of three days in Dublin and all major towns and cities, and five days for rural areas".

The profit potential offered by electric water heating is very much unrealised in Ireland at present. This is particularly so with electric showers where the penetration level is said to be in the region of 11%, compared with 40% in the UK.

OBF's objective is to establish a successful trading partnership with the supply sector of the industry — taking in merchants, wholesalers, installers and contractors — to grow the market and thereby realise the profit opportunities it represents.

If you would like to be part of this development contact: John Walsh, OBF Business Development Manager, at

FREE FAX 1800 504757.

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14 BSNews, April 1997

Modern electrical water heating systems offer convenience, safety and energy efficiency, both in the home and in commercial/industrial settings.

In the home – Instantaneous electrical showers offer efficient all-the-year-round showering, even when water heating systems are turned off. Small oversink and undersink water heaters provide a simple and effective means of heating water for sinks and washbasins, while larger storage water heaters provide hot water for the whole home.

In commercial & industrial premises – Instantaneous hand-wash units or wall-mounted storage water heaters can avoid the necessity for long, inefficient pipe runs to washrooms and cloakrooms. Canteens and community centres can benefit from wall-mounted water heaters. Meanwhile the latest wall-mounted boiling water units are a safe and efficient way of providing hot water for beverages, literally on tap!

Unvented

Heatrae Sadia offers two ranges of stainless steel, wall-mounted, unvented water heaters – Hotflo and Multipoint –



Brendan Jones, Sales Executive, OBF

and the Megaflo range of large, floor-mounted, units.

Megaflo is the market leader for unvented water heaters for domestic and light commercial water heating applications. It is available as a direct (all-electric) unit or indirect (heated by a heat exchanger linked to a boiler unit). Indirect units are also fitted with back-up immersion heaters. Capacities range from 70 to 300 litres.

Multipoint is a high-specification unit available in 10 and 15 litre sizes. Like Megaflo it does not require a sacrificial anode.

Hotflo is a value-for-money unit available in 10, 15, 30 and 50 litre sizes, with a glass-lined (enamelled) steel heater vessel.

Cistern Type

The cistern-type water heater – with its own integral cistern – is an alternative for applications such as cloakrooms where cistern feed is impracticable.

Heatrae Sadia offers five different ranges of cistern-type water heaters ranging from a 23-litre wall-mounting unit to 227-litre floor-standing units. All are direct-acting electric types.

Point of Use

Point of use water heaters, alternatively known as "open outlet" or "displacement type", are very popular for single sinks or basins in kitchens, cloakrooms,



Megaflo, the market-leader in unvented hot water cylinders for domestic and light commercial use



Heatrae Sadia multi-purpose integral cistern-type water heater

workshops or surgeries.

Heatrae Sadia's Express and Streamline units are available for over-sink or under-sink applications. Streamline is a modern unit with a stylish thermoplastic case, in 7-litre and 10-litre sizes. Express is a robust steel-cased unit in 7-litre and 15-litre sizes, and especially popular in industrial environments for canteens or workshops.

Cistern Fed

The traditional cistern-fed, "open vented" water heater, which relies on a separate cold water storage tank (or cistern) to provide a head of water, is still popular due to its proven reliability and safety.

Heatrae Sadia's range of direct-acting cistern-fed water heaters includes small, wall-mounting, multi-outlet units for kitchens and cloakrooms, from 23 litres to 88



Heatrae Sadia Hotflo 30 & 50 wall-mounted unvented water heaters

litres, and floor-standing units from 91 to 136 litres.

Hand Hygiene

There are many situations in offices, shops, factories, pubs and restaurants where a simple instantaneous electric hand wash unit will offer a cheap, energy-efficient solution to the need for hot water for hand washing. Long, inefficient pipe runs are eliminated.

Heatrae Sadia's Concept is a simple, compact unit for small washbasins. It can be connected to a convenient ring final circuit. Meanwhile, where a more conventional unit is required, Handy 3 and Handy 7 are available. All have thermoplastic cases.

Boiling Water

The market for wall-mounted boiling water units has taken off in recent years, led by Heatrae Sadia's Supreme. Wall-mounted and permanently connected to the cold water supply, these units can be left on 24 hours a



Heatrae Sadia's Supreme wall-mounted boiling water units

day, ready to dispense hot water instantly for tea, coffee, soup or other beverages. They avoid the use of inconvenience of urns in community centres or inefficient kettles in shops and offices.

The Supreme range comprises five models ranging from the 2.5 litre Supreme 140 to the 15 litre Supreme 215. These offer an immediate draw-off of 15-90 cups respectively (167ml each) and a total of 140-215 cups per hour.

Showers

Instantaneous electric showers have now reached the stage where they can compete with mixer showers for performance but offer the possibility of instant showering all the year round. Higher power ratings mean



Mid-range Carousel electric shower from Heatrae Sadia

that higher flow rates are possible without the shower suddenly running cold.

Heatrae Sadia's latest range includes the Sureflow pumped shower in 8.0kW, 8.7kW and 9.9kW ratings (at 230V), the latter being the highest rating on the market. Sureflow has a smart all-white finish in a modern contoured styling with easy-to-use dual-texture controls.

Similar ratings are offered in the Accolade and Carousel direct-plumbed showers. Accolade also has a 'User Protect' feature to prevent spray temperature reaching a harmful level.

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Heatrae Sadia Sureflow pumped shower

ADVERTISEMENT FEATURE

The addition of a complementary product range of the calibre of Halton is most significant in that ABB is now equipped to deliver virtually any combination of problem-solving ventilation solutions for all manner of applications.

ABB & Halton

Industry Giants Strategic Alliance

Individually, Halton and ABB are two of the world's leading, most respected, and authoritative concerns when it comes to ventilation. Both are Scandinavian, have the same fundamental

philosophy when it comes to the provision of quality products and quality service, and are constantly breaking new ground with the introduction of highly-innovative, technology-breaking, ventilation solutions.

Now that they have formed a strategic alliance covering all of Europe, their combined strengths represent a somewhat awesome force in the industry at large.

This unique trading relationship has a particular relevance for Ireland where ABB is already firmly established as the market-leading force in commercial and industrial ventilation. The addition of a complementary product range of the calibre of Halton is most significant in that ABB is now equipped to deliver virtually any combination of problem-solving ventilation solutions for all manner of applications.

While the scope of the new

Halton KCF ventilated ceiling, an open comprehensive solution to ventilation problems in professional kitchens with large outputs.



ADVERTISEMENT FEATURE

ventilation package is virtually limitless, a key element is the range of systems available for professional kitchen ventilation. Greater consumer awareness – reinforced by ever-stricter EU legislation covering hygiene and the workplace environment – has brought this issue very much to the fore.

By their very nature, professional kitchens are working environments where large amounts of impurities and excess heat are constantly being released by the cooking equipment. This results in an unhealthy environment and a significant reduction in comfort levels which invariably reduced the efficiency and productivity of kitchen staff.

Using many years of practical experience and its vast research and development resources, Halton has conceived the KV range of ventilation units to provide a comfortable, healthy and productive indoor climate for today's professional kitchens.

Benefits

Halton professional kitchen ventilation provides the following core benefits:

- ▮ Impurities and excess heat are removed immediately from the environment;
- ▮ Fresh air is brought to the workplace in such a way that it first refreshes staff and then replaces convection flows;
- ▮ In cases where staff are exposed to large heat radiation, i.e., stoves, grills, etc, supply air is brought directly to the work place (local cooling);
- ▮ The permitted velocity of air supply can be varied in different kitchen areas — 0.3-0.5 m/s near kitchen equipment and 0.1-0.2 m/s in colder areas (temperature of supply air > + 17 degrees C);
- ▮ General exhaust terminals are

also provided, in addition to exhaust hoods. General exhaust should be at least 10% of the air flow of the hoods.

Grease Filtration

To reduce duct contamination and increase fire safety, Halton ventilation units include UL and NSF-classified stainless steel KSA grease filters a standard. A unique form of filter honeycomb and spiralling airflow inside the honeycomb ensure efficient grease filtering.

The air flows continuously in the same direction, thereby centrifugally separating the grease particles from the air flow. The filtering efficiency and pressure-loss of the KSA unit remain practically constant in use.

The extraction rate depends on particle size and on the pressure difference across the filter. The KSA grease filter extracts air flow particle sizes (>5 µm), which are mainly responsible for dirty ducts and fans, and extracts 8 µm particles at a 95% extraction rate.

The filter is easy to install and remove and is not affected by washing. It may be washed by hand or in a dishwasher.

KCF — Ventilated Ceiling

The KCF ventilated ceiling is an open, thorough, solution to ventilation problems in professional kitchens with large outputs. The contaminated hot air is extracted by the exhaust units which are equipped with KSA filters located in the ceiling. The supply air is brought in – without draught – through low-velocity units.

The correct lighting levels are achieved by light fittings located above the work areas.

The basic material of KCF modules is stainless steel while the modular construction simplifies the design of the

system. It also makes for easier installation.

Another advantage is that the shuttered-type construction of the KCF ceiling protects the building structure from grease contamination and allows easier maintenance and balancing.

Accessories

A full range of accessories to cover all eventualities is also available. These include:-

Cover boards — Modular panels are available to cover the space between the top edge of the hoods and the ceiling;

Infill panels — Infill panels are available to bridge the gap between canopies the the building structure, especially around vertical structural support columns;

Diffusers — To help solve air distribution problems in kitchens, restaurant areas and similar locations, a complete range of grilles and diffusers is available.

Complementary services

ABB offers the full range of complementary services to the Halton range of kitchen ventilation equipment. These include air flow selections, not just for the canopies but for the whole kitchen area, using a specially-developed computer programme. Tailor-designed engineering/manufacturing drawings are also produced using in-house CAD facilities.

Completing the package is the availability of experienced and qualified personnel to assist the mechanical or specialist catering contractor who is responsible for the project with installation and commissioning services.

Contact

Mark Grimes/Tony Denvir,
ABB, Belgard Road, Tallaght,
Dublin 24. Tel: 01 - 405 7300;
Fax: 01 - 405 7312.

WILO — 'READY FOR THE FUTURE'

The Wilo-Salmson Group is quite an exceptional organisation. Despite its world-wide, market-leading status, it is still a family-run business. Current Chairman Jochen Oplander is the fourth generation to lead the company which was established by his great-grandfather in 1878. Plans are in hand at present to go public but Mr Oplander has vowed that this will not change the fundamental ethos of the company ... merely provide the funding to protect and sustain it in an ever-changing marketplace.

Today Wilo-Salmson AG has an annual turnover of £300 million; sells into every continent in the world; has six manufacturing plants – in Ireland, Germany, France and South Korea – and 24 foreign distribution subsidiaries. Worldwide employment stands at approximately 2,500 employees with 150 employed in Ireland, including seasonal employees.

Ireland is a vital cog in the group's structure, a position strengthened year on year on the back of its performance in respect of sales and manufacturing output. There are two Irish Group Companies – Wilo Engineering Ltd which looks after sales in Ireland, and Wilo Pumps Ltd which is a manufacturing company.

They are based in separate locations in Limerick with an obvious benefit for customers in Ireland as a consequence of the natural synergy of all that is best in the two operations.



Derek Elton, Sales Manager, Wilo Engineering.



Tony Cusack, Sales Director, Wilo Engineering with Brendan Lyons, Managing Director, Wilo Pumps.

Wilo is a major contributor to the economy at both national and local level. All told – between salaries, the purchase of services and raw materials – Wilo spends in the region of £6 million annually in Ireland. This includes approximately 1000 passenger movements through Irish airports by customers and personnel associated with the Wilo operation in Ireland.

Additionally, the company has an ongoing capital expenditure programme in Ireland. In the years 1989 to 1995 an investment programme of £9 million was undertaken on new plant and machinery. This investment programme helped the Wilo Pumps Ltd manufacturing plant, which stands on a 4-acre site, to increase its output.

Just recently work commenced on a new 15,000 sq ft warehousing facility. This is to accommodate growth in production output. In 1979 approximately 34,000 motor units were produced. By 1989 this figure had risen to 800,000 units. The period 1990 to 1995 has seen a further 100% increase to 1.6 million units per year.

The objective of Wilo Pumps Ltd is to sustain this growth pattern through

generic growth and the introduction of new product lines like the Z15 which was introduced in 1995.

The Z15 is a bronze secondary hot water pump.

Wilo Pumps Ltd were granted this project on foot of its group-wide reputation for quality and flexibility in its manufacturing process. To further enhance these strengths the company introduced its first "cell-like" production team specifically for this product line. This has proved so successful that it is hoped to phase in this concept to other areas of the factory, where appropriate, over the coming months and years.

The vast increase in production outputs has also necessitated other fundamental changes at Wilo Pumps. Now that it is virtually an OEM producer for the group, a thorough understanding of logistics is called for to ensure just-in-time product availability to satisfy customer call-down demands throughout the world.

This is a newly-acquired skill and one which is being upgraded and enhanced day by day. The construction of the new warehouse facility is part of this ongoing development process.

But what of the product portfolio: right from when the company was first established 125 years ago, Wilo has been synonymous with innovative, quality-driven products, specifically designed to move water in all manner of applications. That fundamental philosophy still underpins the entire operation. However, the requirement to do so in the most cost-efficient and environmentally-friendly manner has never been greater than it is now. Consequently, Wilo continues to invest substantially in research and design. This research and design is primarily undertaken at the Group's headquarters in Dortmund, Germany, with a positive feedback

from both its Irish operations. This information is enthusiastically provided and incorporated into the melting pot when design solutions are being considered. The process also includes feedback from end-users, consultants, contractors and industry.

The current crop of new products coming on stream bears testimony to this process. Of particular note in

this respect are the electronic circulators, Wilo's being the only full range on the marketplace at present.

The product portfolio is extensive, catering for most water-moving needs. Whether it's a cold water, sanitary, industrial, commercial or sewage requirement, Wilo Engineering has the solution.

Supporting the actual products is a team of highly-qualified and

experienced sales and technical engineers. Led by Sales Director Tony Cusack, personnel are always on hand to assist (where possible) with problem-solving and design suggestions. This service is provided as part of the overall package which includes product availability from appointed distributors/stockists, strategically located throughout the country to ensure comprehensive all-Ireland coverage.

"Quite simply", says Tony Cusack, "we at Wilo are ready for the future ... today!"

Booster and pressurisation equipment are custom-made for Ireland in Limerick. Pictured left is a typical 2-pump pressurised booster set incorporating the new series Wilo MHI stainless steel pumps.



Product Portfolio

Organisational units responsible for development and production have been created within Wilo-Salmson AG in the form of new "Centres of Competence" for various product groups. They are:—

- ☐ Small heating pumps
- ☐ Large heating pumps
- ☐ Inline and block pumps
- ☐ Multi-stage centrifugal pumps
- ☐ Pumps for OEMs
- ☐ Pressure boosting systems, fire extinguishing systems and district heat transmission
- ☐ Sewage
- ☐ Electronics, switch and control gear

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OBITUARY

Bob Couchman

A fond farewell to the Devonshire gentleman who made Ireland his home

When I think of Bob I think of wood because Bob loved wood. I can see the logs neatly stacked to dry for winter burning in the stove, the woodstore proudly made by his own hands. I can smell the wood panelling in his favourite room. I can see the balsa wood model airplane currently under construction over by the window. I can see the bowl of hickory chips soaking in water in readiness for the summer barbecue which was always held on a glorious sunny day in August. He never did tell me how he managed to arrange that.

My friend Bob Couchman was a gentle, caring person who loved life, nature, children, order and civilisation. He was a very special person to all who knew him in his professional life as a heating engineer, as well as in his personal life.

In the world of domestic heating he was a champion for solid fuel heating systems. A designer and consultant of international repute, he was a true innovator who relished the mental stimulation of a real challenge. "I wonder if that would work", would be the prelude to hours, days even, of drawings, mathematical equations and formulae of a scale and number beyond my reckoning.

He was a counsellor and problem-solver to people with heating system difficulties throughout the length and breadth of Ireland. He would leave no stone unturned in his quest for the right result for his client. This, routinely, would require of Bob a time and energy investment in a project at a value beyond the return to him as a consultant.

In recent years he had the time to indulge his many and varied interests. In addition to airplane model-making, he enjoyed making his own wine, reading books about early British naval exploits, collecting comedy films, and country walking.

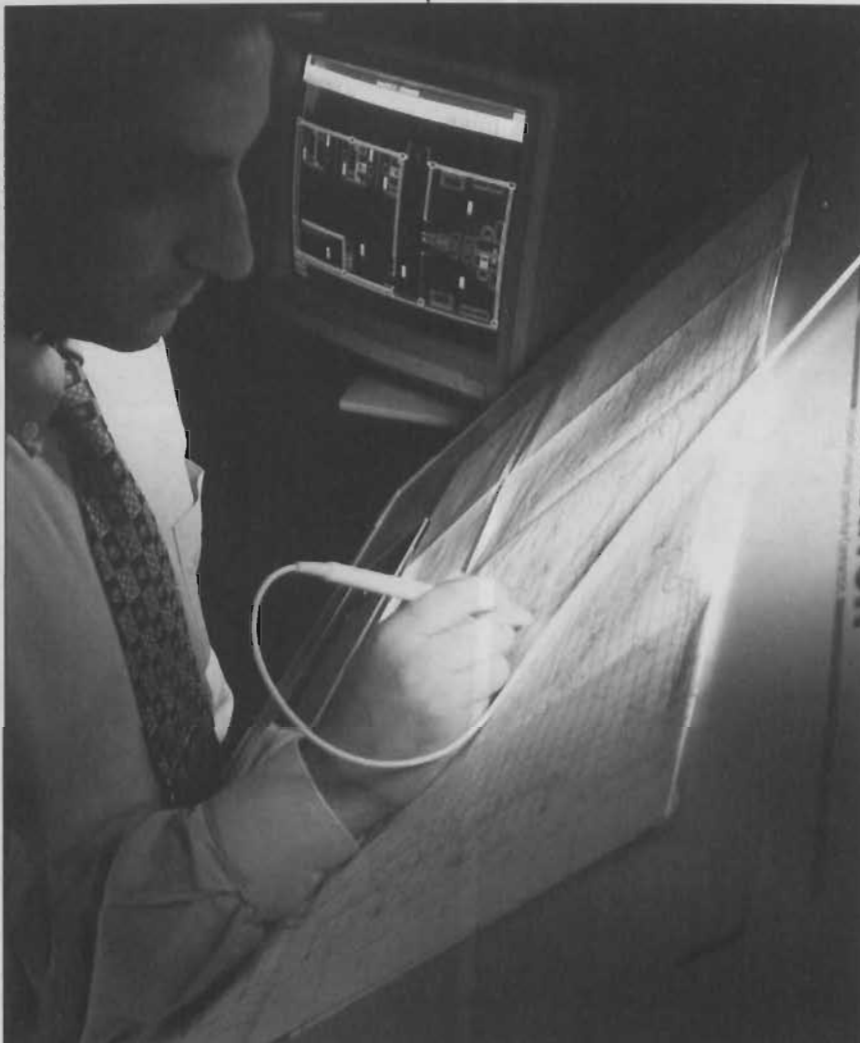
Above all Bob loved to entertain children and he was a masterful story teller. He had a child-like curiosity in things mechanical and enjoyed the opportunity when children called to test a model airplane and check to see if his model steam tractor could still generate sufficient energy to negotiate the driveway.

Bob Couchman has sadly taken his leave of us but he has left a legacy of wonderful memories which will remain with us forever.

P.McG.



Getting IT Right



Electronic take-off devices can make estimating four times faster than manual methods.

David Bell, Managing Director of Estimation, argues that there's little point in investing in Information Technology unless it's going to make your business more profitable.

"Information Technology" or IT, is one of those "buzz" expressions that seems to have crept into the language almost unnoticed. It is also the sort of phrase that seems to encourage a number of people who have very little knowledge to sound forth on the subject as though they were experts. Consequently, there is a great deal of unreliable information relating to IT and sorting the wheat from the chaff can seem an almost impossible task.

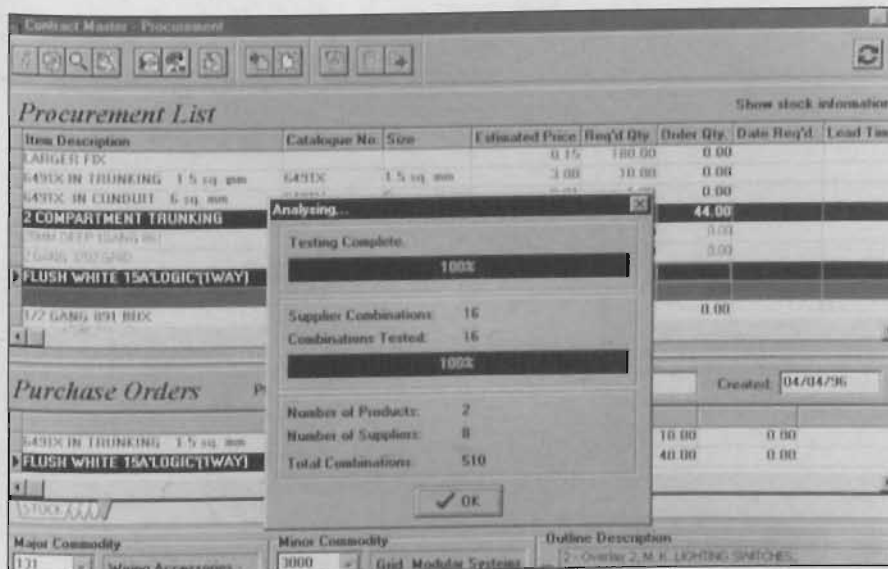
At the end of the day, though, making a decision about investing in IT for the business ... whether it's new items or upgrades of existing ones ... is very simple. The only question you need ask yourself is: "will the savings it generates be enough to outstrip the initial investment".

Broadly speaking, the phrase "Information Technology" refers to any processing of information, from telephones through to the Internet. In this context, though, we're concentrating on the computer.

I would imagine that most people reading this magazine are already using a computer in their business, at least for word processing if nothing else. Isn't it difficult to imagine going back to a typewriter and a bottle of Tippex?

It is the same factors that have led most businesses to switch from typewriters to word processing software that also provide the

It makes sense to invest in software that has been specifically written to do a particular job. In the long run, this is much better than buying a general package and trying to adapt it.



Different modules should be integrated so they can share information and cut out duplication.

motivation for computerising other aspects of business. But when choosing software, it's important to ensure it has the features your business can benefit from.

First of all, it has to be easy to use. There's no point in spending a week on a training course when there's real work to be done. You want a package where you can learn the basics within a couple of hours and then learn all the extra bits as you're using the software on a day-to-day basis. Windows-based software is particularly useful in this respect because once you've learnt one Windows package, which is very easy in itself, you can apply the same principles to other Windows packages.

Related to this general idea of ease of use is the basic principle that a computer is a tool, like any other tool, and it's there to help you do the job. It must, therefore, reflect the way you are used to working rather than expecting you to change your tried and tested working practices to suit the computer. So it makes sense to invest in software that has been specifically written to do a particular job. In the long run, this is much better than buying a general package and trying to adapt it.

This is particularly true of accounting software. A lot of building services companies have bought general accounting software only to find it doesn't deal with some of the accounting procedures which are peculiar to the construction industry. Then they spend ages trying to get it to do things it wasn't designed to do and end up with a compromise that is far from satisfactory. Accounts packages designed specifically for building services companies are a much better investment as they start to pay for themselves immediately.

As well as ease of use and suitability, the software needs to offer clear advantages to the business. It should make the routine tasks

quicker and more accurate, leaving you with more time to get on with the real job ... running the business, winning and completing contracts and getting paid for them!

This aspect is particularly important for smaller businesses, where one or two people may be trying to do everything from typing letters to carrying out the installation and making sure applications for payment are made at the right times.

Avoiding duplication of tasks is one of the most important ways in which a computer can increase the profitability of the business. The software should be integrated so that all of the modules can share information. An obvious example is the transfer of information from a CAD drawing to an estimating package. With a basic system, all of the data from the drawing will have to be entered manually to obtain an estimate. With the most advanced system, the information from the drawing can be fed directly into the estimating programme. In between are the automatic systems using electronic take-off devices for measuring quantities directly from drawings.

The levels of sophistication you opt for will depend on how much money is available for investment and how quickly you would see a return on that investment. Whatever choice you make, however, it's worth ensuring there is some built-in flexibility to deal with any future changes.

For example, let's say you've upgraded to automatic take-off from drawings to produce estimates. This means that you'll be producing around four times as many estimates, compared to manual methods. So, through the law of averages, you should be winning more jobs and getting busier.

At this stage you may decide to introduce buying, or procurement, software. However, to

get the maximum benefits, you'll want procurement software that will automatically share information with the estimating system to produce a "shopping list" of materials for the job.

Similarly, financial information from any module – whether it's dealing with estimating, procurement, dayworks, variations or valuations – should automatically update the accounting packages as the project proceeds.

To achieve this flexibility, it's worth looking at modular systems that can be built up gradually. In this way, each business can add modules to perform particular tasks as and when it suits them. As each module is added, it will integrate with the other modules in the system. Ideally, they will also integrate with standard office applications such as Microsoft Word or Excel.

Very few building services companies are big enough to have their own IT specialist, so they rely on the support offered by their software supplier. For this reason it's important to choose the right IT partner. Being able to pick up a phone and talk through a problem with someone who understands your business, as well as the software, can save a lot of time and money.

Information technology can seem very complicated and there are a lot of people with a vested interest in keeping it that way. Nonetheless, at the end of the day it's really quite simple. If you stop and consider each of the principles outlined here each time you're thinking of upgrading your IT, you can't go far wrong.



David Ball, Managing Director of Estimation, suggests that the role of IT is to make a business more profitable.

A Trio of Medium Vans

Peugeot, Citroën and Fiat have entered into a joint venture in the design of several of their commercial vehicles, including the medium-sized Peugeot Expert, Citroën Dispatch and Fiat Scudo. In fact, when you drive all three over a short period of time, you have to look at the logo on the steering wheel to check which one it is.

Having said that, they are all a superb drive with excellent visibility and a very responsive performance that makes even heavy town driving almost effortless. The only criticism I would have of all three, in terms of visibility, is a slight blind spot created by the pillars at the edges of the windscreen which calls for extra care, particularly at roundabouts. Otherwise, the

compared to a car is in the noise levels, but then, vans tend not to have the same levels of acoustic performance as cars.

The load space of all three – which is designed to take payloads of up to 815kg – is very similar. Accessed by rear doors which open out fully and sliding doors on each side, loading on and off the low-load floor is very easy and versatile.

The load space surface and the number of anchor points varied between the models we tested but these are details that can be sorted out at the time of purchase.

much the extras cost. Nonetheless, whichever one you choose, you can be assured of a versatile van that is easy to work with and a pleasure to drive.

Technical Specification

Exterior dimensions of the three models are identical but load area dimensions vary slightly. The following figures are based on the Citroën Dispatch.

Exterior

Overall length: 4440mm

Overall width (inc mirrors): 1810mm

Overall height: 1940mm

Wheelbase: 2824mm

Rear load floor height: 595mm

Load Space

Floor length: 2070mm

Height: 1415mm

Width (max): 1600mm

Width (min): 1220mm

Load volume: 4.0 cu m



Citroën Dispatch

high driving position combined with a sweeping dashboard design makes you feel really in control.

The cab is spacious in all three models with extra floor space afforded by the use of a dashboard-mounted gear change. In the Scudo and the Expert this provides extra space between the seats for storage, while Citroën has utilised the space to provide a bench seat to accommodate two passengers. The level of seat adjustment varies slightly between the three but they are all comfortable and certainly comparable to most cars.

The glove compartments are on the small side but this is compensated for by sizeable door pockets and all three provide cupholders for those rare moments of leisure. There is also a storage shelf above the driver and front passenger.

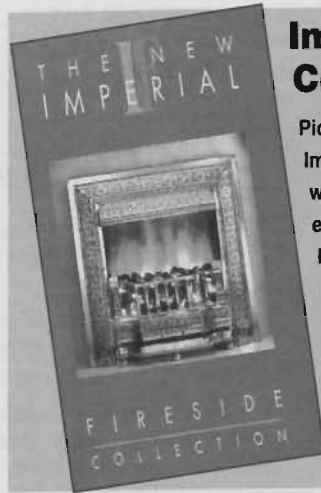
Prices vary considerably, depending on the extras, from £11,330 for the standard 1.9D Scudo to £13,000 for the 1.9D Citroën Dispatch with power steering and driver's airbag. The Peugeot Expert falls between these with the 1.9D version priced at £12,995.

No doubt there are deals to be done so, if you decide to go for one of these, it might just come down to seeing what those deals are and how



Peugeot Expert

NEW PRODUCTS AND LITERATURE



Imperial Fireside Collection

Pictured is the cover of the new Imperial Fireside Collection brochure which contains details of an extensive collection of electric fires. Included are inset and free-standing models featuring innovative styling and features, such as the new adjustoflame flame effect. Details from Alan Seery, Heatequip.
Tel: 01 - 451 9711;
Fax: 01 - 451 9064.

Heatrae Pumped Shower

OBF Distributors has introduced a pumped instantaneous electric shower, which is offered in the power rating of 9.9kw at 250V.

The new Heatrae Sadia Sureflow shower has a built-in 200 watt booster pump for operation from a cold water storage tank with a modest head of pressure. There is a choice of three power ratings – 8.0kw; 8.7kw; and 9.9kw (all at 230V).

Ease of installation is a major

feature, in particular the provision of top, bottom, side and rear entry points for all services. A 3-point fixing uses slotted holes for accurate alignment. Backplates have a large removable section giving generous space for wiring and plumbing connections. Large terminals will accept 10mm² conductors and have backed-off screws for speedy wiring.

Introduction of the new Sureflow coincides with the launch of three new electric showers – Accolade, Carousel and Sapphire. Heatrae also offers the



The new Heatrae Sadia Sureflow from OBF.

Superjet, a shower booster with built-in mixer and pump, but no heating element. Superjet draws water directly from the hot and cold storage tanks.

All Heatrae Sadia showers are manufactured in an ISO 9002-registered factory and carry British Electrotechnical Approvals Board (BEAB) approval. A nationwide back-up service covers all Heatrae Sadia products.

Contact: Brendan Jones, OBF Distributors. Tel: 01 - 450 4644; Fax: 01 - 450 4757.

'Unique' Product Innovations from Phoenix

The video "Unique Products"

from Phoenix Contact shows unique new products that can only be found in the Phoenix Contact range.

A printed circuit terminal block with a half pitch of 2.5mm, a modular terminal block with a construction width of only 4mm with bridging and labelling possibilities, high current panel feed through terminal blocks from 4 to 95 square and 2 to 230 amperes, which can easily fit together through the housing wall – these are only a few examples of the products presented in the video.

Contact: Process Control & Automation Systems Ltd. Tel: 0503 - 42377; Fax: 0503 - 42620.



NEW PRODUCTS AND LITERATURE

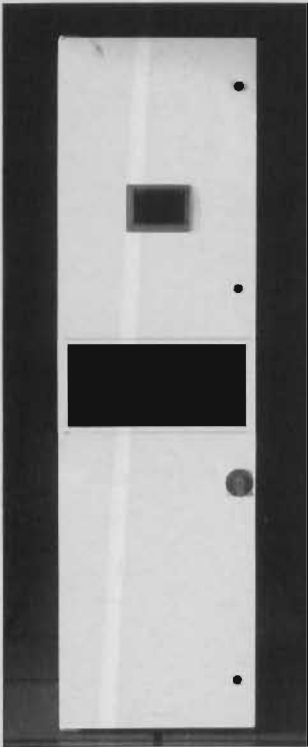
Sentinel Self-Contained Packaged AC

Coolair has introduced the new Airedale self-contained modular packaged air conditioner for use in computer rooms, telephone exchanges and electronics manufacturing applications where there are high sensible cooling requirements.

At the heart of the unit is an adjustable modulating damper which balances fresh air and return air and permits free cooling when ambient temperatures allow. The Sentinel is energy-efficient in that it will only call for mechanical cooling when fresh air alone is unable to satisfy the cooling requirement.

The Sentinel is available with R407C and scroll compressor and produces a cooling capacity of 7.5kW per module. Multiple modules can be supplied to offer cooling capacities of 15kW, 22.5kW and 30kW when working together.

Each module is equipped with its own microprocessor and the units can be configured in a variety of "master-slave" configurations. Units can also be designated "run" and "standby", to provide reserve capacity if required.



Airedale "Sentinel" self-contained packaged ac unit from Coolair.

The Sentinel has been designed to make service and maintenance as trouble-free as possible, with major components assembled on removable

chassis to make workshop repair and maintenance possible.

Contact: Brendan Kilgallon, Coolair. Tel: 01 - 451 1244; Fax: 01 - 462 3434.

Systemflue by Powrmatic

Powrmatic (Ireland) – a division of Powrmatic Ltd – has introduced Systemflue, a new range of twin-wall insulated flue to the Irish marketplace.

System 90 AVZ is a high-quality, prefabricated chimney system suitable for 28-second oil, or gas-fired appliances with flue gas temperatures up to 250°C continuous firing.

The system consists of straight lengths and associated fittings and is available in three different internal diameters – 100mm, 125mm and 150mm.

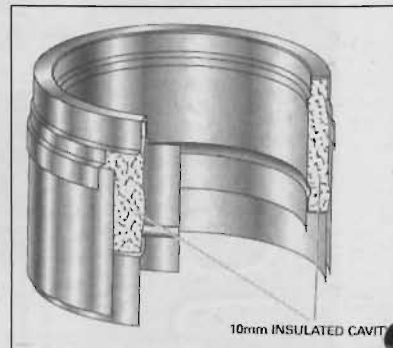
System 90 AVZ is manufactured under the strict control of BS5750, ISO9000 and to the requirements of BS715, the British Standard for the specification for metal flues, fittings and terminals for gas-fired appliances with a rated input not exceeding 60kW.

All lengths and fittings are of twin-wall format with a 10mm insulated cavity. The vertical seams of the flue lining and outer casing are lock formed. The 10mm insulated cavity is maintained by a male spigot end cap at the top, and a female socket end cap at the bottom. This construction allows the liner to expand and contract with varying temperature without affecting the outer casing.

The inner liner is manufactured from stainless steel grade 304, S15, 0.40mm and the outer casing is manufactured from zalutite, 0.40mm, to BS6830. The 10mm cavity is insulated with a high quality insulating medium. The male & female end caps are manufactured from grade 316, S31 stainless steel.

System 90 AVZ is suitable for 28-second oil, or gas-fired appliances with a rated input not exceeding 60kW, such as domestic fires, boilers, heaters and small commercial boilers.

Contact: Patrick Lowry, Powrmatic (Ireland).
Tel: 01 - 452 1533/1635;
Fax: 01 - 452 1764.



Systemflue System 90 AVZ twin-wall insulated flue from Powrmatic (Ireland)

Pressure Switches with Hermetically-Sealed Snap Switch

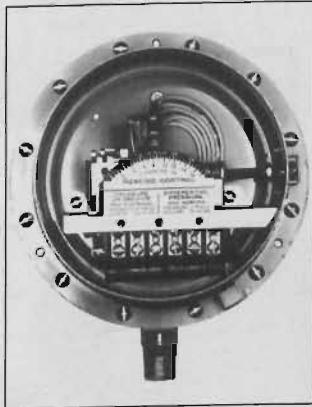
Bob Gilbert of Manotherm has announced a technical breakthrough for Dwyer Instruments UL approved commercial/industrial type low pressure and differential pressure controls. The Series PG, for use on air and gas service, is now available with two types of advanced design, hermetically-sealed, SPDT snap switches which eliminate switch failure due to corrosion damage from moisture.

The heavy duty sealed switch is

designated 153HS with silver contacts and is rated for 3A @ 120 VAC, 3A @ 30 VDC resistive. The 153HG features gold contacts rated for 1A @ 30 VDC resistive and is ideal for very low current "dry" circuits. Both switches produce very low deadbands.

A large field-proven 6" Fairprene diaphragm is employed for exceptional sensitivity and repeatability. Two models are available offering adjustable operating ranges of 1 to 30

NEW PRODUCTS AND LITERATURE



The new Dwyer Series PG UL-approved range of low-pressure and differential pressure controls from Manotherm.

inches w.c. or 0.5 to 5 psid (.25 to 7.5 kPa and 3.45 to 34.5 kPa).

An easy to read dial and external adjustment knob make calibration fast and simple. Dual size high-pressure connection has both 1/8" female and 1/2" male NPT threads; low pressure ports is 1/8" female. A NEMA 1 housing is standard but NEMA 3 weatherproof and NEMA 7-9 explosion-proof housings are available as options. Mercury and non-hermetically sealed snap switches can also be provided.

Contact: Bob Gilbert/Brian Harris, Manotherm. Tel: 01 - 452 2355; Fax: 01 - 451 6919.

HDL Gets Broody!

Following a recent acquisition, Drugasar – in conjunction with Heating Distributors – has launched a new range of gas brooders for the poultry industry.

Called Heatstar, the range includes units with individual thermostats through to models which can interface with computerised control systems to meet the needs of large and small-scale growers. The flexibility is such that Heating Distributors can install customised systems to meet the needs of virtually any size of organisation. All models run on either natural or propane gas.

Shay Kiernan of HDL says: "The Heatstar range has been developed following consultations with both poultry growers and the gas heating industry, and provides the perfect climate for poultry growth and business success. In addition to the product itself, we provide advice on installations, maintenance and consultation on turnkey projects.

Future developments will include the launch of a new series of warm air heaters.

Contact: Syl Cotter, Heating Distributors. Tel: 01 - 837 5144; Fax: 01 - 837 0531.

HDL can also supply these attractive radiant cone heaters for patios and other outdoor use.



Liebert Slimcool for Telecommunications

The Liebert Slimcool – available from Core Air Conditioning – is a compact precision air conditioning unit designed to keep telecommunications equipment operating at optimal efficiency in installations where space is at a premium or in difficult or isolated locations.

The unit has a cooling section and integral heat rejection located within a single housing and features cooling capacity up to 5kW. It is supplied as a factory pre-tested unit and is easy to install, requiring only the provision of external heat rejection air vents and a power supply. A fresh air free cooling facility automatically switches off the compressors when the ambient temperature outside is sufficiently low to save energy.

Other key features of the SlimCool include:

- Small footprint (400mm (w) x 650mm (d) x 2000mm (h);
- High reliability compliant scroll compressor offers low energy consumption;
- Liebert Level 5 microprocessor

control, including monitoring and alarm facilities;

- Remote communications option for isolated installations;
- Disposable EU3 high-efficiency air filtration;
- Frameless construction with removable front and rear panels for ease of access.

Contact: Austin McDermott, Core Air Conditioning.
Tel: 01 - 294 3110;
Fax: 01 - 294 3115.

Jimi-Heat Freeze Protection

The Meterheat range of cut-to-length, zone-parallel heater tapes from Jimi-Heat is designed for freeze protection and temperature maintenance from -40 degrees C to +175 degrees C.

It is therefore suitable for applications in refrigeration and process heating, and in chemical and corrosive environments.

Features include:—

- Rugged and flexible construction to BS:6351;
 - Cold working flame-free terminations;
 - Capable of maintaining pipe temperatures up to 200 degrees C (JTH);
 - Can withstand temperature down to -70 degrees C (JTL);
 - Water-proof construction suitable for internal and external pipe tracing;
 - Loadings of up to 50 watts — metre;
 - Translucent outer cover for visible joints (JTX and JTZ);
 - In-built cold tails;
 - Simple on-site terminations;
 - 600mm/900mm zone lengths;
 - Supplied in 50-metre and 100-metre reels.
- Contact: John Sampson, JJ Sampson & Son Ltd.
Tel: 01 - 626 8111;
Fax: 01 - 626 9334.

BTU GOLF NEWS

Island Golf Club

Sponsor: Runtalrad

Overall Winner — Gerry Tobin (40pts).

Class 1

Winner — Tony Delaney (38pts);

Runner-up — Frank Mullins (34pts);

Third — Bernard Sweeney (33pts).

Class 2

Winner — Jim Nolan (36pts);

Runner-up — Liam Stenson (35pts);

Third — Gerry Phelan (33pts);

Class 3

Winner — Neil Ryan (36pts);

Runner-up — David McMeniman (35pts);

Third — Des O'Gorman (32pts).

Back Nine — Michael Melligan (17pts);

Front Nine — Brendan Bracken (19pts);

Visitor winner — Kieran O'Keefe.



Alan Hughes, Runtal with BTU Captain Gerry Phelan and Bernard Sweeney (3rd, Class 1).



Above: Alan Hughes, Runtal with Des O'Gorman (3rd, Class 3) and BTU Captain Gerry Phelan

Left: Alan Hughes, Runtal with BTU Captain Gerry Phelan and Liam Stenson (runner-up, Class 2)

Below: Alan Hughes, Runtal with Winner Gerry Tobin and BTU Captain Gerry Phelan.

Matchplay Draw

Sponsor: Eurofluid

Ger Hutchinson v Joe Warren

Eamon Vickers v Sean Smith

John Hunter v John White

Tim O'Flaherty v David McMeniman

Micahael Carroll v Frank Lynch

Brian Kearney v Tom Harrington

Brendan Bracken v David Kelly

Des O'Gorman v Michael Melligan

John Lavelle v Vincent Broderick

Brendan Keaveny v Aubrey Moriarty

Neil Ryan v John Loughlin

Noel McKeon v Tony Mullins

Tony Gillen v Gerry Tobin

Liam Stenson v Jim Nolan

Tony Delaney v Frank Mullins

Gerry Phelan v Des Prendergast



Thermo Systems



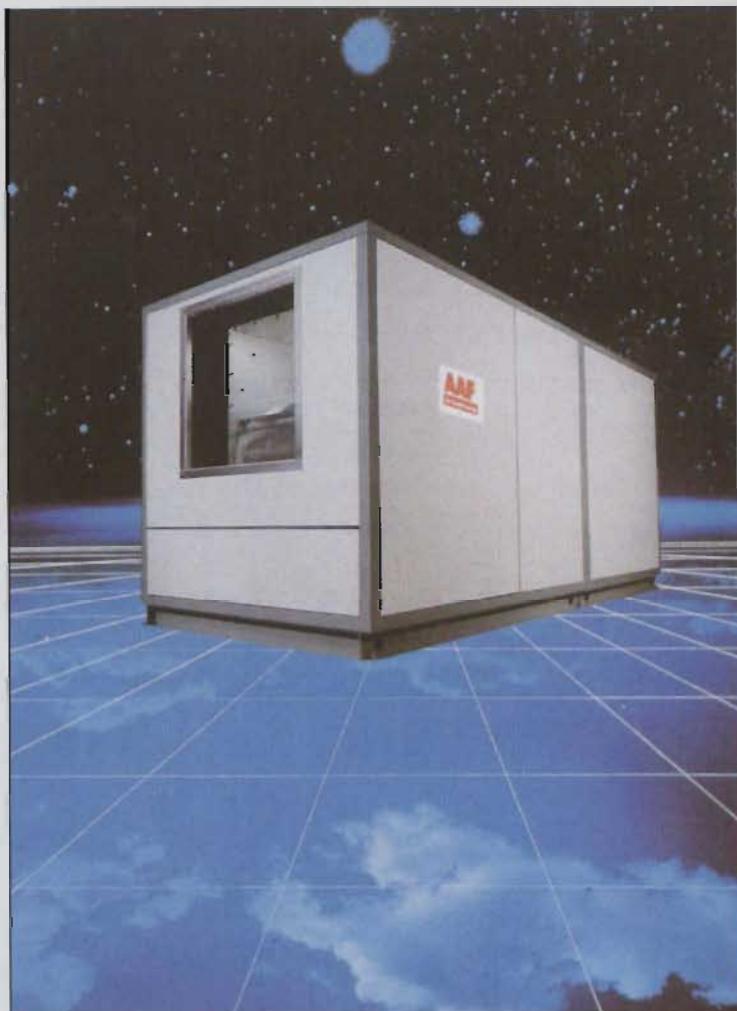
DISTRIBUTORS IN IRELAND FOR:-

AAF International Air Handling and Recirculation Units

- ◆ Unique solid panel modular construction
- ◆ Air Handling and Recirculation Units duty to 83m³/s
- ◆ 80% more energy efficient than glass fibre panelled units
- ◆ Three times design life of steel framed units

McQuay International HVAC Chillers

- ◆ Single chillers to 10,000 Kw
- ◆ Single Screw 25% more efficient than Dual Screws
- ◆ Single Screw oil free and virtually maintenance free
- ◆ Worlds most efficient reciprocating chillers
- ◆ Worlds most efficient centrifugal chillers
- ◆ Crystallisation proof absorption chillers
- ◆ Refrigerants R22, R407C, R134A, R410A
- ◆ Directly addressable by BMS
- ◆ Chillers in stock



ABOVE: AAF Easdale air handling unit from Thermo Systems



ABOVE: McQuay International reciprocating chiller from Thermo Systems

RIGHT: AAF Easdale air handling unit design from Thermo Systems



Thermo Systems

Thermo Systems Ltd, Unit 2, Church Buildings Industrial Estate, Church Lane, Rathfarnham, Dublin 14. Tel: 01 - 492 5340; Fax: 01 - 492 5342; E-mail: thermosy@indigo.ie

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